

Message Text

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ACTION EUR-12

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FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 7156

UNCLAS MOSCOW 12257

FOR BEWT/TPD

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: ROLLING MILL SEMINAR/MINI-EXHIBIT

REF: USDOC 13000

1. FOLLOWING ROBB-STEWART TELECON OF JULY 22, WE HAVE RECEIVED POSITIVE EXPRESSIONS OF INTEREST FOR SUBJECT SHOW FROM ALLEN-BRADLEY AND HEWLETT-PACKARD. PULLMAN ALSO EXPRESSED INTEREST IN BEHALF OF PULLMAN-SWINDELL AND TWO OTHER FIRMS PULLMAN REPRESENTS IN SOVIET UNION.

2. WE HAVE NOT SUGGESTED COMMERCE FOLLOW-UP, HOWEVER, AS MINISTRY HAS STILL NOT RESPONDED TO OUR REQUEST FOR SUGGESTIONS ON THEME CATEGORIES AND TARGET FIRMS. PROBLEM HAS BEEN VACATION OF RESPONSIBLE SOVIET OFFICIAL, WHO RETURNS TO WORK NEXT MONDAY, AUG 9.

3. SINCE THERE IS NO PROSPECT OF SUBSTITUTING ANOTHER EVENT IN DECEMBER SLOT AT THIS DATE, WE STRONGLY RECOMMEND AGAINST PULLING PLUG BEFORE MINISTRY'S RESPONSE RECEIVED. AS EXPLAINED IN TELECON, OUR CONCEPT FOR SEMINAR ALREADY BROADER THAN PRODUCTS PRODUCED BY 15-FIRM UNIVERSE CITED USDOC 11874, AND WE WILL, OF COURSE, EXPLORE WAYS OF BROADENING THEME FURTHER IN DISCUSSIONS WITH MINISTRY NEXT WEEK. IF RESPONSE ENCOURAGING, COMMERCIAL OFFICE PREPARED TO TAKE ACTIVE ROLE IN RECRUITMENT. STOESEL

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